

## Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 RSR-01 CIAE-00 INR-10

NSAE-00 RSC-01 /049 W

----- 129756

R 191538Z JUL 73

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 4861

UNCLAS WARSAW 3544

E.O. 11652: N/A

TAGS: ETRD, PL, BPRO

SUBJECT: BLAW KNOX SOYBEAN MILL PROPOSAL

REF: STATE 111229; 135583

FOR COMMERCE/BEWT

1. BLAW KNOX OFFICIAL K.S. BECKER VISITED WARSAW IN LATE JUNE AND MET WITH POLIMEX-CEKOP OFFICIALS. FOLLOWING THIS MEETING, BECKER INFORMED EMBASSY THAT DUE TO CURRENT HIGH WORLD PRICE OF SOYBEANS, POLISH OIL INDUSTRY MIGHT BE FORCED TO DELAY SOMEWHAT PROJECTED CONSTRUCTION OF SOYBEAN EXTRACTION PLANT. BEGIN FYI. AS RESULT OF COMMENTS FROM POLISH SIDE, BECKER SAID BLAW KNOX ALSO PLANNED TO REEXAMINE ITS PRICE, AND WOULD CONSIDER POLISH SUGGESTION OF USING POLISH ENTERPRISE BUDIMEX AS SUBCONTRACTOR FOR CONSTRUCTION OF THE PLANT. POLIMEX-CEKOP HAD ALSO INDICATED TO US SEPARATELY THAT INSTALLATION PRICE QUOTED BY BLAW KNOX SEEMED TO BE "ON THE HIGH SIDE". END FYI

2. EMBASSY SUBSEQUENTLY RECEIVED TELEX DATED JULY 11 FROM BECKER, ASKING US TO ATTEMPT TO DETERMINE FROM POLIMEX-CEKOP PROJECT OFFICER (STEFAN HILKNER) WHAT PRESENT SCHEDULE IS FOR NEGOTIATION OF CONTRACT.

3. ON JULY 16 EMBASSY OFFICER MET WITH HILKNER AND POLIMEX-  
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CEKOP DEPUTY DIRECTOR PSZCZOLKOWSKI AND WAS INFORMED THAT

POLISH OIL INDUSTRY WAS REVIEWING ITS PLANS IN LIGHT OF SOYBEAN MARKET SITUATION AND OTHER CONSIDERATIONS, AND WAS NOT EXPECTED TO COMPLETE THIS REVIEW UNTIL END OF AUGUST. IT WAS POSSIBLE, HILKNER SAID, THAT ONE OR MORE ASPECTS OF PROJECT WOULD BE DROPPED BUT SHOULD THIS BE THE CASE, IT WOULD NOT RPT NOT REQUIRE BLAW KNOX TO REVISE ITS OFFER IN TERMS OF THE TECHNOLOGICAL PROCESS AND EQUIPMENT IT CONTAINS. HILKNER SAID BLAW KNOX WOULD BE INFORMED AS SOON AS REVIEW WAS COMPLETED (WHICH PROBABLY WILL BE EARLY SEPTEMBER). FOLLOWING THAT, HE SAID, HE THOUGHT NEGOTIATIONS WOULD MOVE "RATHER QUICKLY". POLIMEX OFFICIALS SAID THERE WERE TWO OTHER BIDDERS: LURGI OF WEST GERMANY IN CONJUNCTION WITH AN UNNAMED SWISS FIRM, AND KRUPP.

4. COMMERCE REQUESTED TO INFORM BECKER OF PRECEDING, WHICH RESPONDS TO HIS TELEX OF JULY 11 AND TO REFTELS.

5. FYI. EMBASSY UNDERSTAND THAT BLAW KNOX IS CONSIDERING USING EITHER A. EPSTEIN COMPANIES OF CHICAGO OR KAISER INDUSTRIES CORP. AS ENGINEERING-CONSTRUCTION PARTNER FOR THIS PROJECT. END FYI.

DAVIES

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CONSTRUCTION INDUSTRY, SOYBEAN OIL, SOYBEANS  
**Control Number:** n/a  
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**Disposition Action:** n/a  
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**Disposition Event:**  
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**TAGS:** ETRD, BPRO, PL  
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